

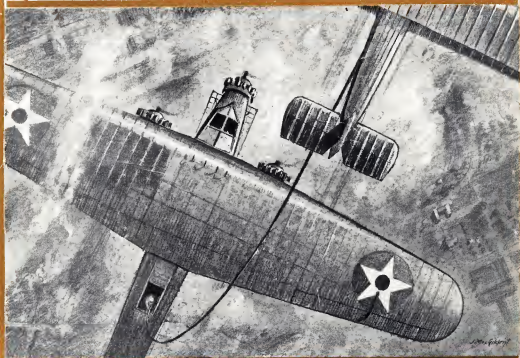
AVIATION

The Oldest American Aeronautical Magazine

JANUARY 26, 1929

Issued Weekly

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Pencil drawing by John MacGilchrist of the refueling of the "Question Mark"

VOLUME
XXVI

NUMBER
4

Special Features

The Verville "Air Coach"

Seeding of Waste Lands by Airplane

The Overhead Expense of Direct Labor

AVIATION PUBLISHING CORPORATION
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Hats off to the Question Mark!

The remarkable sustained flight accomplished by this plane and her skilled aviators establishes another unique world's aircraft record.

The three Wright motors which furnished the power for the Question Mark were equipped with Bohn Ring True Master Rod Bearings and Bohn Ring True Crankshaft Rear Bearings.

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Detroit, Michigan

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TRAVEL AIR for aviators: AVIATION

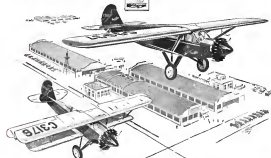
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Closing 1928 with a record volume of sales, we start 1929 (our 15th year) in a prosperous condition and in a happy frame of mind. ¶ Travel Air has been kept constantly in the public's eye through outstanding performance. Our Cabin Monoplane, "The Limousine of the Air," has met with enthusiastic approval everywhere. All Travel Air types have been improved and refined. Powerful New York financial interests have become associated with us. A third unit to our factory is being built. More than 118 Travel Air distributors and dealers have become firmly established. They have already signed contracts for their 1929 requirements far exceeding the 1928 total. ¶ Distribution through distributors and dealers in our firm sales policy. ¶ The rapidly increasing interest of business men in aviation affords an unlimited market in the building of airplanes adapted to business use with performance, dependability and safety as their outstanding features. ¶ That's the kind of airplanes we have built and will continue to build. ¶ We have a large, modern factory; long years of flying experience; skilled engineers; ample finance; and we've always stuck to proven and exacting standards of construction. *That's why we have never had a structural failure in the air.*

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TRAVEL AIR for aviators: AVIATION



That they would worthily represent the engineering, design and production methods behind them was obvious. Added, as the latest achievement, to a long and impressive list of successes that are as milestones in the advancement of flying, the "Question Mark's" ability to parallel human endurance brings that profound satisfaction to this Organization that comes only when a job is well done.

WRIGHT AERONAUTICAL CORPORATION

Pittsburgh, Pa., U. S. A.



Practically all of the record flights made by American aviators during 1927 and 1928 were accomplished with Wright Whirlwind Engines, including the following:

DATE	PILOT OR CREW	POINT OF DEPARTURE	DESTINATION AND POINT OF LANDING
May 8, 1927	Capt. E. E. Byrd, Harold Goett	Spokane	Over North Pole and back to Spokane
May 1927	Charles A. Lindbergh	San Diego	St. Louis
		St. Louis	New York
		New York	Potsdam, Germany
Jan. 1-4, 1928	Charles G. Smith, Charles A. Levine	New York	London, England
Jan. 1928, 1929	Col. R. E. Byrd, Harold Goett, Bert Ralston, Louis G. D. Borden	New York	London, England
Jan. 1928, 1929	Major Lester Mackay, Capt. Albert Haysinger	London	London, England
Aug. 1928, 1929	Dr. G. C. Lewis, Dr. G. C. Lewis	London	London, England
Aug. 1928, 1929	William Shack, Edward J. Sledge	London	London, England
Dec. 14, 1928 to Feb. 4, 1929	Col. Chas. A. Lindbergh	Washington, D. C.	Stockholm, Sweden
Jan. 1929, Feb. 1929, 1930	Major Lester Mackay, Capt. G. C. Lewis	Washington, D. C.	Stockholm, Sweden
Apr. 1929, 1930	Capt. G. H. Williams, Col. E. E. Byrd	London	London, England
May 1929, June 1, 1930	Capt. R. E. Byrd, Capt. G. C. Lewis, Capt. G. C. Lewis	London	London, England
Jan. 1930, 1931	Amos Earhart, Walter Beale, Lora Gordon	London	London, England
Aug. 1931	Capt. R. E. Byrd, Capt. G. C. Lewis	London	London, England
December 1931	Capt. George Williams	London	London, England
January 1932	Major Lynn	London	London, England



EQUIPMENT . . . 5 Wright Whirlwind 218 H.P. engines of 100 H. P. each
 FLIGHT STARTED . . . (Spokane) 1927 10 A. M., January 1st
 FLIGHT ENDED 2:47 P. M., January 1st
 DURATION OF FLIGHT 150 hours, 55 minutes
 GASOLINE CONSUMED About 2000 gallons, total
 OIL CONSUMED About 300 gallons, total

All the construction of the engine is now only waiting to make more adjustments to bring the engine up to perfect condition.

THANK YOU for interesting AVIATION

WITH the completion of the remarkable flight of the United States Army tri-motored transport plane, "Question Mark", Wright Whirlwind Engines routed out a record of achievement for 1928 and inaugurated a standard of performance for 1929 that will carry aviation on to still greater heights.

Wright takes an honest pride in the performance of the three J-5 Whirlwinds that have completed this epochal tour.

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That is why the Buhl Aircraft Company, a unit of the far-reaching Buhl interests with

their background of 95 years of leadership in America's industrial development, is an acknowledged leader. Airline operators, private owners and corporations alike find in the complete line of Buhl Aerobics a plane to meet their every requirement. Those associated in a dealer capacity have a sound connection where factory co-operation and profit are assured. We shall be pleased to mail catalogs or details of our dealer plan.

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HOW LONG SRB BALL BEARINGS LAST IN AVIATION? ENGINES IS STILL A ?



THE flight of the "Question Mark" still leaves the endurance of SRB Ball Bearings in doubt. Here was a plane that took off to try and wear out its component parts. Here was an endurance test that deliberately attempted to run parts to their death.

When the "Question Mark" landed after giving two SRB No. 214 Single Row Bearings in each engine a 150 hour beating on the main crankshafts of the Wright Whirlwinds, they were as fresh and ready for more as was the smiling crew.

The "Question Mark" has proven beyond question that the ball bearing inherently suited to take to the air, is labelled "SRB". Specify them. They are doing duty in such engines as Wright, Pratt & Whitney, Curtiss, Velle, Warner and others of famous names.

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Stearman SPEED MAIL



PERFORMANCE DATA

Maximum speed	120 miles per hour	120 miles per hour
Cruising speed	100 miles per hour	100 miles per hour
Take-off speed	60 miles per hour	60 miles per hour
Rate of climb	1,000 feet per minute	1,000 feet per minute
Service ceiling	10,000 feet	10,000 feet

NOTE: The above performance is achieved at sea level. Performance at altitude will be lower. The above performance is based on standard conditions. Actual performance will vary with altitude, temperature, and weight.

WEIGHT DATA

Weight empty	1,200 pounds
Max. gross weight	2,000 pounds
Max. fuel capacity	40 gallons
Max. oil capacity	10 gallons
Max. baggage	100 pounds

Mail and express cargo space 15 cubic feet

AERODYNAMIC DATA

Stall speed	40 mph
Max. speed	120 mph
Max. altitude	10,000 ft
Max. range	1,000 miles
Max. climb	1,000 ft/min
Max. fuel	40 gallons
Max. oil	10 gallons
Max. baggage	100 pounds

The Stearman Speedmail adds another beautiful and practical model to the Stearman line. Six contract mail operators in the United States and one in Canada have found the Whitwind Powered (225 horsepower) C Three MB Model profitable and efficient. The Cyclone Powered (325 horsepower) Speed Mail bids well to take its place in the forefront of modern commercial designs. Write for further particulars.

The STEARMAN AIRCRAFT CO.
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The WACO 30 speed and used by the Brooklyn Aero Club, which is competing for new members and, especially, for new ones WACO.

So writes

G. Ray Cullman, instructor
Brooklyn Aero Club

HERE'S further evidence of the durable construction, satisfactory service and long life of WACO airplanes as presented by G. Ray Cullman, instructor of the Brooklyn Aero Club.

Read this letter. It gives the facts. Realize that student training, often with extreme abuse of the plane, is a sure test of its structural strength and seaworthiness. And student landings, especially, often impose terrific strains on the ship. Yet after 1,200 of them, over a 300-hour period, Mr. Cullman writes, "Our sturdy WACO is still going strong . . . no replacements made . . . shows evidence of a long and useful life to come."

That's performance. Look where you will, you'll find an sturdy commercial airplane offering comparable features of strength, speed, safety and economical maintenance . . . features typical of WACO and recognized as such by old-time pilots everywhere. Clinking AVE 1 on record.



Powered with GWS, 100-hp. engine, 100-hp. and 125-hp. engines, 15, 15, 25, 41 and 42



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Take photographs from the air with the new all-purpose mapping and oblique FAIRCHILD AERIAL CAMERA



THE pioneer designers and builders of aerial cameras, the company that supplies the United States Air Service, the United States Navy, the Royal Canadian Air Force, the Japanese and other governments with aerial cameras, now has developed a model designed particularly for commercial use.

The new Model F-4 Fairchild all-purpose Aerial Camera offers unlimited possibilities to the airplane operator who wants to add another good source of income to his income. Photographs for advertising purposes, for newspapers, for real estate operators, towns and city governments, for public utilities and for all sorts of aerial mapping are easy to obtain with this fine camera.

It was designed and built by the engineers who built the cameras Commander Richard E. Lind and his group of inventors are depending on in the South Polar regions. Captain Sir Hubert Wilkes

successfully used cameras in his Antarctic work. And Fairchild Aerial Cameras built all records for photography from high altitudes. The same qualities which enable experts to make photographs from more than six thousand feet at an angle of 75 degrees below the horizon assure dependable operation under the most difficult conditions encountered in exacting commercial work.

The new Fairchild F-4 is easy to install for vertical work. The mount can be rotated 360 degrees. Accumulator, a roll of film, 75 foot long, enough for 110 exposures 7 1/2 x 10 1/2.

100% Accurately standard 100 x 100 ft. film, or plate holder. The lens adjustment is automatic from eight feet to infinity. The focal plane shutter is of constant speed. Duplex dual control



Suspension mount in which the camera cradles when taking vertical photographs



The new Model F-4 in normal position

makes the F-4 easy to operate when taking oblique photographs.

Write us for the whole story on this fine, new aerial camera, and on outline of the money-making possibilities with it. The low price, \$1,597 complete with vertical suspension mount and cut film adapter, opens up the field of aerial photography to airplane operators everywhere. Also in ideal camera for photo section schools for every air base.

Let us tell you about the possibilities for adding to your income by aerial photography. This is a real opportunity for profit for every airplane operator. Address Fairchild Aerial Camera Corporation, 275 West Thirty-eighth Street, New York City.



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AVIATION

The Oldest American Aeronautical Magazine

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that combines **SAFETY**
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With new Wright Production Programme is geared to meet the needs of plane builders and commercial air line operators who want Whirlwind efficiency in a wide range of plane design than the original Whirlwind provided.

Now, builders and operators will find the new Whirlwind Series in power from the most every phase of commercial and private flying represented by a nation-wide Service Organization that reaches into every aviation corner.

*The policy here and here,
Wright Engine*

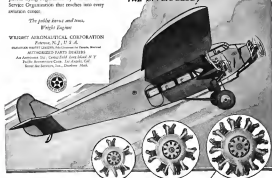
WRIGHT AERONAUTICAL CORPORATION

Patent No. 1,173,444

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AUTHORIZED PARTS DEALERS

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WRIGHT **FIRST**
NAME in FLYING

THANK YOU for making AVIATION

NOR WILL ANY AGE FORGET
THE FIRST FRAIL CRAFT
WHICH BLAZED THE TRAIL
OF MAN'S CONQUEST OF
THE UPPER BLUE!



The Oldest American Aeronautical Magazine

Vol. XXVI

JANUARY 26, 1929

No. 4

A Well Earned Award

WITH the announcement of the award of the Collier Trophy for 1928 to the Aeronautics Branch, Department of Commerce, comes the sincere belief that a well earned award has been made. Since its inception the Aeronautics Branch has been recognized as the efficient performer of its work by the lack of adequate personnel and appropriations. However, under the able and diligent guidance of Assistant Secretary William P. MacCracken and Maj. Clarence M. Young, the Branch has functioned remarkably well.

If the amount of time "spent on duty" can be taken to account for anything, the Aeronautics Branch has more certainly more than justified its existence. Although few realize it, the personnel of the Branch has virtually worked day and night at the many tasks that call for immediate attention. When one considers that the Aeronautics Branch is, figuratively speaking, the American aeronautics industry's "Board of Appeals" one can to some extent visualize the almost unbroken scope of its work.

During the past year alone, thousands of applications for aircraft, pilots' and mechanics' licenses have been received and attended to, sections of the Regulations Division have been recommended to the point where the Division again rendered even better service to the industry, the Inspection Department has been placed upon a more efficient and workable basis, as have also the Engineering Service, the Medical Section, the Airworthiness Division, the Air Information Division, the Communication Section, the Publications Section, and the Research Division, etc. All that, to say nothing of the efficient handling of thousands of complaints and petty grievances that have been brought to the Branch's doorstep.

Funds for Research

THERE is already no lack of capital available for the aviation industry at the present time. In fact it seems to be far easier to obtain money than to know how to spend it wisely. The need for capital to increase production has been met for the time being at least. Airlines have been able to purchase up-to-date equipment, and aerial service operators have been successfully supplied with capital. Yet the tale of aeronautical inventors continues and the public is still restrained upon trying into this great new industry. This condition has led to conditions which are far from healthy. Not only has speculation driven the price of many aeronautical securities up to a price which is not warranted, but money is being put into ventures which have not been sufficiently carefully worked out before the capital was needed. There is bound to be a reaction to the present enthusiasm for aeronautical securities. It is obvious that the present enthusiasm and prosperity

should be taken advantage of, but the method of doing so is difficult to define. It would seem, though, as it might be possible for private companies to formulate plans for research work which would extend over a period of years. The larger companies in fields such as chemistry, metallurgy and electricity, carry on some research work which is not designed to lead to immediate commercial gains along paths which can be foreseen at the time when the experiments are begun. A good deal of work of this nature is being carried on in national laboratories especially in Germany, but it would seem as if with the amount of capital available that some of this work could also be carried on by private companies. Almost every imaginative engineer has certain problems into which he would like to delve, and some few of them have the rare ability to work out fundamental theories and underlying principles. The working out of abstract problems broadens the mental outlook and a company which has engineers capable and allowed to do work outside of the strict routine of producing a commercial plane will have a very decided advantage.

Calcium Chloride

THE dust problem on flying fields is a serious one and most of the remedies tried so far have been very expensive. Several fields tried the use of calcium chloride last summer with some success. This chemical attracts water and has been widely used on drainage canals and other places where it was invaluable to dry a saturated surface or concrete. Its purpose was to lessen the dust evil though it cannot be said to completely eliminate it.

In our issue of Dec. 15, 1928, an article was printed on its use and application. Several letters of protest have been received stating that calcium chloride accelerated corrosion and that its use might be accompanied by a considerable amount of danger from this source.

To quote Admiral Moffet:

"It is generally known that calcium chloride is an active corrosive agent, especially when in contact with aluminum alloy. We have had in the past considerable trouble from the use of calcium chloride as an anti-icing agent. I would be fearful that if calcium chloride is used in aviation fields small particles might be carried back by the propeller blast and deposited on metal parts of the airplanes or engines and later cause serious difficulties."

With a plane whose structure was properly protected by good paint and varnishes there would probably be little danger of the calcium chloride getting to the metal surfaces. There is, however, no need of taking these extra chances and naturally field operators will not wish to run the risk of possible extra corrosion in the planes operating from their fields.

The New Fairchild Planes

*Low Wing Training Craft and Four-Place Whirlwind Powered Cabin
Monoplane Added to Line and "Wasp" Transports Improved*

THREE airplanes designed to cover a wide range of requirements are now being produced by the Fairchild Airplane Manufacturing Corp., Farmingdale, L. I. All three of these are monoplanes, two being cabin craft of the high wing type and one a low wing open cockpit training plane. The largest, which is designated "The Fairchild 71," is similar to the PC-102 Wasp powered cabin plane which left here in production for some time. The "71" embodies a number of improvements in strengthening and interior finish over the PC-102 but is otherwise not essentially different. The same. The two new recent developments, the "21" two place trainer plane and the "42" four place cabin monoplane, are of conventional construction with the exception of the tail surface structure, which are built up of riveted "Alcoa" channel members.

Designed for Instruction Needs

The Fairchild 21 has been designed specifically to fill the requirements for an instructor plane. It is of the semi-cantilever type with a tandem seating arrangement, and is powered by a Genet five cylinder radial air cooled engine developing 80 hp at 2,800 r.p.m. The Fairchild 21 has a wing span of 28 ft 3 in. and a length of 21 ft 4 in. The weight empty is 755 lb., the disposable load 492 lb., and the gross weight 1,250 lb. In tests the plane attained a high speed of 165 m.p.h., a cruising speed (at 1,800 r.p.m.) of 90 m.p.h. and landed at 40 m.p.h. The stall speed is 70 ft per min and the service ceiling 9,400 ft.

Three color outside finishes in any one of a number of stock color schemes or to any specifications, are available. The finish is lacquered and consists of raw cotton sprayed on and studded under controlled temperature and humidity conditions.

The wing is in two sections attached at the lower

longeron and is of constant chord with the exception of the tips, which are elliptical in plan form. No departure from conventional practice is found in the construction, which consists of box spars and aileron ribs, the latter being placed closer together than necessary for structural purposes, in order to provide a smooth wing contour. The wing surfaces of all three having fittings on the wing are large so that the landing will not become loose or be pulled into the wind. A Cessna 389 airfoil section is employed. The wing is set at 0 deg incidence and the dihedral angle is 2½ deg. Two streamer struts attached to the fuselage at the upper longeron are used in the external bracing of each wing panel. Ailerons, tapered in plan form, are hinged to the rear spar and balanced to compensate for yaw. Differential action, 30 deg upward and 10 deg downward is provided.

Fabric Covering on Fuselage and Wing

The fuselage is constructed entirely of welded chrome molybdenum steel tubing riveted at the joints with plates of the same material. Hot lacquer is applied in the tubing to prevent corrosion. The entire fuselage is assembled on a master jig, resulting in interchangeability of wings and landing gear with any Fairchild airplane covering is used on both fuselage and wing structure.

As previously mentioned, the tail surfaces are built up of Alcoa channel members riveted together with 316 lb heat treated duralumin rivets. Heat treated steel bolts are used, however, where fittings are attached. The main members of the structure are of .035 in. material, while the lower wing members are of .023 in. stock. The tail surface structure also is covered with fabric.

Elevator and rudder are sub-laminated and so constructed as to be interchangeable. The stabilizer is built

on two interchangeable sections. Tail surfaces are externally braced by sensitive steel wires. Rapid attachment of the stabilizer to the fuselage in any one of three positions makes it possible to anchor it and stabilizer to the fuselage with sensitive steel wires, precluding the possibility of tail flutter.

Landing gear is of the divided axle type, having a trend of eight feet and wheels located considerably forward of the center of gravity of the plane to reduce the possibility of a tail high landing or of coming over. Castor wheels and axle type shock absorbers are used and have a total trend of 10½ ft. The first six inches of the trend is cushioned on oil shear. The landing gear is 11 deg., and the stallage angle of the wing is 18 deg. These characteristics are highly desirable in a training plane as there is no tendency to a high landing for the nose to whip down. On the other hand, if a student tends to make a landing below the ground, the crop action of the oleo spring changes the angle of attack so slowly that there is an tendency to bounce. Wheel brakes are standard equipment.

Rubber Tired Wheel Unit

Instead of the usual tail wheel, a rubber tired wheel is employed, using the new 36-1 in. tire. This wheel is mounted in a fork which is free to travel the full 300 deg. in the horizontal plane. Swiveling, however, is actuated by rubber shock absorber cords of such size as to prevent oscillation of the wheel in turning, but to allow the wheel to deflect when striking ruts or when swerving. The fork is mounted on a frame which is pivoted to the fuselage and is free to move upward and backward. The entire swiveling assembly is placed within the fuselage and can be removed as a unit for inspection or repair. Oleo and spring shock absorbing mechanism is employed with a total travel of 3 in. in addition to the action of the oleo.

All instruments, including Pioneer air speed indicator, altimeter, tachometer, oil pressure and oil temperature gauges, are located in the student's cockpit and instruments in the front cockpit are optional. A Hamilton wooden propeller also is standard equipment. Cowling encloses a quickly removable magnetos over in front of the engine. An exhaust manifold of the collector ring type is carried in a drop section and does not project beyond the surface of the cowling. The oil tank can be removed without disturbing the rest of the installation.

Fuel is carried in a 20 gal tank in the fuselage and feeds by gravity to the carburetor. The gasoline line is so attached that no gasoline can be trapped in the tanks

and no part of the line passes through the cockpit. All copper gasoline and oil lines are installed. Gasoline flow is controlled by a valve on the fire wall and a strainer and water trap are included in the fuel system.

Landing appliances and Marshall spring cushions are used in the cowling. Fixed operation brakes and dual stick and rudder pedal are provided.

The specifications of the Fairchild 21 as furnished by the manufacturer are as follows:

Wing span	28 ft 3 in.
Length	21 ft 6 in.
Wing area	139 sq ft
Airfoil area	16.68 sq ft
Elevator area	9 sq ft
Rudder area	4.2 sq ft
Stabilizer area	12 sq ft
Airfoil section	Cessna 389
Weight empty	755 lb.
Disposable load	492 lb.
Gross weight	1,250 lb.
Power plant	Genet (80 hp at 2,800 r.p.m.)
High speed	165 m.p.h.
Cruising speed (1,800 r.p.m.)	90 m.p.h.
Landing speed	40 m.p.h.
Initial climb	700 ft per min.
Service ceiling	9,400 ft
Cruising range	1,425 mi.

The Fairchild 42, cabin monoplane, which accommodates three passengers and pilot, has been designed to meet the demand for a fast and comfortable plane of small capacity. It is equipped with folding wings and therefore can be stored in a relatively small space. This feature makes it adaptable to private ownership. It is powered with the Wright Whirlwind J-5 engine.

This airplane has a wing span of 30 ft, a length of 25 ft and a height of 8 ft. The width with wings folded is 12 ft 6 in. The weight of the plane empty is 1,280 lb., the disposable load 1,220 lb. and the gross weight 2,500 lb. The high speed is 130 m.p.h., cruising speed (at 1,650 r.p.m.) 124 m.p.h. and landing speed 45 m.p.h. In tests the plane attained an altitude of 5,530 ft in 10 min. The initial climb is 720 ft per min and the service ceiling 12,600 ft. Color options and finish are the same as the Fairchild 21.

One of the outstanding characteristics of the Fairchild 42 is the combination of folding wings and a relatively wide landing gear trend. This is made possible by the use of wing struts of triangular plan form rigidly attached to the top of the fuselage and each braced to the



Side view of the new Green powered Fairchild 71 training plane



Front quarter view of the Wright powered Fairchild 42 monoplane

lower hinges by a streamline strut. Gasoline tanks are contained in the wing struts and the landing gear shock absorbing struts are attached at the outer apex of the triangles. The wing panels fold backward, linged at the rear apex and, in order to fit them close to the fuselage, flaps are provided along the portion of the trailing edge not occupied by the ailerons. When extended the wing panels are braced by a single bridle strut from the bottom of the fuselage and are locked securely to the front of the wing under a large pin actuated by an operating handle. A pinlock attached to the rear spar releases the operating handle and at the same time releases the locking handle on the wing flaps, which are swung upward and rest on the upper surfaces of the wing panels when the wing is folded. The mechanism is so designed that the movable pinlock cannot be locked until the wing panels and flaps are in their proper position and guides and catches are provided to ensure perfect alignment before the flaps can be placed in position. It is said that the wings can be folded by one man alone in 45 sec.

A Gullwing 30' Airfoil Section

The outer panels of the wing are of conventional wood construction with spars consisting of two solid planks of spruce laminated together, forming a solid beam 6 in. deep and 1½ in. thick. Joints are all spruce with plywood gussets. Heavy wood compression ribs and double wire bracing produce a high degree of rigidity. The leading edge is reinforced by extra ribs and covered with duralumin in the structure. The ailerons are braced and differentially operated and extend through two-thirds of the semi-span at the trailing edge of the wing. The inner one-third of the trailing edge of the wing panels constitute the flaps. An aileron area of 29 sq. ft. is provided for a wing area of 200 sq. ft. Both flap and aileron structures are built up of riveted Alclad and covered with fabric as in the case of the wing structure. Ailerons and flaps on each panel are interchangeable. The angle of incidence of the wing is 0 deg. and the Alclad 1½ deg. A Gullwing 30' airfoil section is employed.

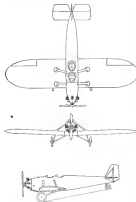
Another interesting feature in the Fairchild 41 is the construction of the wing struts. In most planes of this type two independent struts are used on each side, one being attached to each spar. In the new Fairchild plane a single built-up strut is employed and consists of two duralumin channels, 3 in. deep, braced to each other to form a truss. The main members of this strut meet at the lower end and are approximately 18 in. apart at the upper end. The entire unit is covered with fabric in accordance with the strut is actuated by a screw ad-



Three wire drawings of the Fairchild 41.

justment to a heavy duralumin cross truss between the wing spars. The point of attachment at the lower end is directly below the rear spar. This arrangement produces an unusually dense internal bracing system and characterizes the drag caused by interference of one strut upon the other in cases where two are used. It also results in a saving of more than 50 lb. of weight over the usual type of bracing employing two steel struts.

Welded chrome molybdenum steel tubing with reinforcing plates of the same material at the joints constitutes the fuselage structure. Important fittings are alloy steel fittings and are bolted in place with niger



Three wire drawings of the Fairchild 21.

bolts. Acoustic location of fittings is obtained by the use of a master jig, making wings and landing gear interchangeable with any fuselage. The two wing strut fittings on either side of the bottom of the fuselage are connected together by a pin tie and which passes through the fuselage taking and has a tensile strength of 12 tons. The engine mounting is an integral part of the fuselage. The fuselage cross tube directly behind the instrument board is made of special non-magnetic steel so as not to affect the compass.

Wood framing is used on the fuselage structure and windows and doors are a part of this framing. The con-

structed structure is covered with fabric and doped. Flooring, controls, seats and other units are made up as separate assemblies and bolted in place.

Construction of the tail unit is similar to that of the Fairchild 21 and elevators and stabilizer are undivided. The front edge of the fin is adjustable on the ground. The fin does not telescope into the end post, but is locked to the top of it. The construction has been elevated so that the fin will not run tight in the fuselage.

The stabilizer may be set rigidly in any one of three positions and the screw adjustment in flight acts on the elevator control at one of the stabilizer. The screw adjustment operated by the elevator applies a load, by means of steel cross springs, to the elevator cross shaft and it takes the load off the control stick. The adjustment is controlled by an incompressible manometer screw and the entire mechanism is independent of the actual elevator control and supports no strain system. This has two use same effect on the balance of the plane as the usual stabilizer adjustment, the principal advantage being that its use permits rigid attachment of the stabilizer to eliminate tail flutter. The mechanism is actuated by a cable at the left of the pilot's position and a very accurate adjustment is possible because of the incompressible screw thread and the absence of catches or other devices to retain the adjustment.

No pulleys are used in the control system. The radio cables run directly to the horns, passing under the outer door and are fitted with wire guides where required. The aileron control is operated by a torque tube running from the base of the control stick to a point under the cabin floor where it is possible to run cables directly up the wing strut to the wing, where there are left controls and push pull rods to actuate the ailerons. Cables for the elevator control pass through the aileron torque tube and one of these is attached directly to the bottom of the stick. The other cable is attached to a small link which operates in the opposite direction from that of the operation of the stick. Elevators are operated by push pull rods from the cross shaft, which is made of the fuselage. Brakes are operated by tension cables running on ballrace pulleys.

The result of this unusual control system is that there are no exposed wires or levers in the cabin, eliminating the danger of objects accidentally jamming the controls. Dual flying controls are standard equipment and dual electric and hand levers also may be furnished. The control stick, which is made of duralumin so as not to affect the compass, is located between the two front seats and somewhat forward of them. An extension makes it possible for the occupant of either seat to fly the airplane. The extension reaches above the pilot's knee and terminates at the usual position. Brakes are operated by the pilot's



Side view of a 41st aircraft and the method of Fairchild elevator attachment.



The tail assembly and fuselage structure of the Fairchild 21st aircraft.



the seed. Mr. Adams used a Travel Air biplane of the open cockpit type for this work, placing the hopper in the front cockpit, with a spout equipped with a spreader device built through the bottom of the fuselage. The spout was equipped with a short-tilt valve operated from the pilot's seat. It required a good deal of tail flying to determine the size of the opening, as it was necessary to take into consideration the amount of ground to be covered, the width of distribution and the speed of the plane. The whole job was verified out along original lines, following a preliminary survey by the pilot, who flew over the tract after the boundaries had been marked out, so that they would be visible from the air.

A temporary field was established about five miles from the tract, to be used and the work was started. One most of the area seeded the ground was gone over twice, the second time at right angles to the first. A run on the ground checked the distribution of the seed and



Loading seed into the hopper of the CX-5 powered Travel Air biplane.

signaled the operator where it was necessary to go over ground that had not been reached on the first flight. A rather unique method was used in checking the distribution of the seed. Rolls of sticky paper, 10 ft. in length, were spread out upon the ground at various points of the tract, marking the seed as it fell and giving a general idea regarding the thoroughness with which the ground

was covered. Sprudges were built at intervals to show the drift of the wind and were also used for graphs between the ground observer and the pilot.

The first experiment resulted in securing a great deal of very valuable information, and led to the success met with on later tests made on much smaller tracts, some being only from 100 to 200 acres in size.

The seeding flights have been found quite hazardous. In the first place, the territory covered, so has been stated, is rough and unevenness in character. It is covered with shrubs at all levels so that a forced landing is almost sure to invite disaster. Usually it is a considerable distance from the temporary landing field established as a base for operations. Flying must be done at low altitude in order to avoid the effect of the wind in carrying the seed. The gulleys, dunes and numerous crests combine to keep a pilot constantly upon the alert.

Altogether the work requires a great deal of flying skill, for in addition to covering the flying biplane, the operator must fly his plane in such a manner that the bands of seed as he distributes them are parallel, without too much gap or overlap. Flying across a field at an elevation of from 250 to 300 ft. and at a speed of from 75 to 80 m. p. h., cutting off the flow of seed at the lower dunes and keeping the distribution uniform, is a task that requires much skill and experience.

Hot of Fire Leaves Soil

Several important facts have already been learned from the experiments made. One of the most important is that the seeding is most effective if it follows immediately after the fire that burns through the slashings. The first cause the soil to become loose and porous, and it is covered with ash, so that the seed finds a rough better bed than in the case after rains have beaten down the surface. It has also been learned that the work can best be done on dunes, cloudy days as there is usually less air movement. There is still much to be learned and to be worked out by future tests. The style of biplane to be used is one of the most essential factors. The seed falling through a small opening is scattered by the propeller blast, so that it falls over a wide area below the plane. In handling heavier seeds, however, such as wheat, or other seeds, the rate of fall is much more rapid



Left—Slashings, after the slash burn. Right—Kitty logging area.



Left—Wied River logging area in 1924. Right—after slash burn near Globe, Ore.

and the distribution is not so wide. This will require a hopper that will scatter the seed over a wider area by some mechanical means.

While some tests have been made with grain seeds, the bulk of the experiments has been with the lightest grain seeds. The English Ray, Albion and White Clover form the favorite combination for range use. Clover, because of its widely different characteristics, is usually sown separately from the grain seeds.

Plane Seeds 150-200 Acres Daily

The comparison of costs between hand and airplane methods of seeding, clearly shows why the airplane method is certain to be adopted in the future. In the first place, hand seeding so many of the tracts is almost prohibitive because of the nature of the terrain. Seed must be carried in by pack train, and must then be taken out in bags by the operator, who must pick their way over hills, logs, stumps, rocks and numerous obstacles making it practically impossible for them to visit the seed evenly over the entire tract. Then, too, they can carry only a comparatively few pounds of seed, so that they spend the greater part of their time walking to and from the source of supply. However, the time involved in the chief factor in favor of the airplane seeding method. An expert operator, under the most favorable conditions, cannot seed more than 5 to 8 acres of logged over land in a day's time, and it may easily be seen that the task of seeding several thousand acres by this method is very slow. The airplane seeds from 150 to 200 acres daily. The labor costs, not including the materials used, in the hand method vary from 75¢ to \$1.25 per acre, depending upon the conditions. The costs involved in seeding by airplane, including gasoline, oil, pilot's time and other operating costs, are from 45¢ to 60¢ an acre, depending largely upon the character of the land and the size of the tract. The amount of seed carried depends, of course, upon the capacity of the plane.

The saving in materials is also very considerable. A hand sower needs from 10 to 12 lb. of seed per acre while the airplane uses from 6 to 8 lb. As the seed cost itself has a wholesale cost of from 30 to 35¢ per pound, it is evident that the airplane method of seeding is to be the more economical.

The U. S. Forest Service has been making a very careful check of the results of these experiments, as the



growing program is one of the important parts of forest management. In checking the results of the work done in Oregon, the Forest Service learned that the seed of grass over the entire tract is heavier than is usually obtained by hand sowing, despite the fact that they seed less seed. It was found that the seed had been distributed in a far more uniform manner than would have been possible under the former methods and that places were reached where hand cut seed would never have fallen.

Now for the airplane method of seeding can be expanded is a matter largely of experiment to determine its effectiveness. It has been proved that the plane can sow the seed more evenly, and in far less time than existing methods, and at a lower cost. Its use in reforestation



Section of Clark W'lain area near Globe that has been successfully seeded.

logged-over lands into profitable ranges has been quickly proved, but it is not known whether it can replace the methods now used in seeding the great grain fields. If some such plan can be worked out in the future, the owners of the ranches will be saved many thousands of dollars that they now have invested in expensive machinery and equipment, for any ordinary commercial plant can quickly be equipped for seeding purposes and can then be returned to its usual commercial pursuits.

The Verville "Air Coach"

New Warner "Searab" Powered, Four Place, Semi-Canister, Cabin Monoplane is the First of a Line of Small Crafts

By JOHN T. NEVILL

IN the "Air Coach," a four-place, semi-canister, cabin monoplane, recently built and flight tested by the Verville Aircraft Co., at Detroit, Mich., the company has a plane that promises to be well worthy of the reputation of Alfred V. Verville, its designer. Mr. Verville, an accomplished engineer of many years' international standing, is secretary of the company. H. F. Everett is president and general manager. The "Air Coach," according to Mr. Verville, is the first of a line of small planes and flying boats the company expects to produce.

Generally speaking, the "Air Coach" is similar in appearance to other semi-canister, cabin monoplanes of its size, although its construction embodies a number of very worthwhile and highly original features. Chief of these, probably, is an entirely new type of fuselage structure, eliminating fuselage stress tubes reinforcing the side members, and making possible a visibility forward in few other cabin planes of its type. A point on the system has been applied last, according to Mr. Verville.

Another feature, somewhat original, is two short, streamlined spoilers, or struts, semi-cylindrical in plan, 18 in. and 16 in. in length, projecting forward from the lower longerons. To these forward wing struts are attached. The principal function of the struts, however, is to serve as an attachment base for the Aerol shock absorbing struts on the landing gear. By attaching the wing struts in this manner it is claimed that positive assurance is realized, as compared with the conventional type of strut bracing now in vogue. The leading pair shock struts are attached at the outward joint of the strut, although a second strut trend in the center. The strut, or "tail," as they might be called, also serve to

small compartments, 6 in. deep, with hinged doors on their upper surfaces. One of the compartments will be used for the plane's battery; the other for tools, thereby making possible more room in the already spacious cabin.

Other distinctive features in the Verville "Air Coach" include a rudder streamlined into the fuselage, an especially designed hand-lever control, allowing for easy landing of either short take, and a tail-wheel, equipped with full center Aerol shock, and built "into the fuselage," to decrease drag. These features will be discussed in more detail later.

Mr. Verville, with a wide experience in designing racing aircraft, has succeeded in combining many of the speed producing characteristics of the racer, with the convenience and comfort of modern cabin planes. Furthermore, he has emphasized the true form of the plane with a color scheme of red, silver, and black, enhancing the appearance to a considerable degree.

William S. Brack, who just flew the "Air Coach" at Ford Airport, said it developed a high speed of 110 m. p. h. and had a landing speed of 43 m. p. h. with the 110 in. semi-cylinder, V-shaped spoiler with which the present plane is powered. It will return 125 m. p. h. with a five-cylinder, 150 hp. Wright "New Whirlwind," or 140 m. p. h. with a seven-cylinder, 225 hp. "New Whirlwind," Mr. Verville estimated. The "Air Coach" will be offered with any of the three engines mentioned. Mr. Brack was enthusiastic over the craft's stability and control.

The "Air Coach" are 60 ft. in size, and of conventional wheel construction employing a Clark V. airfoil section. They are attached to the fuselage at the sides

with fittings of the Transcon type. The two panels have a surface chord of 5 ft. 6 in., giving the wings an area of 250 sq. ft. The wing has no incidence, and, as pointed out, is rigid at 1 deg. dihedral. Wing span adjustment is made forward, at the top of the struts, will allow a dihedral angle of from zero to 3 deg. Tips of the wings are slightly curved and equipped with wingtip fences. The total surface area is 36 sq. ft.

Double drag bracing is employed in the wing struts, internal drag struts being of steel tubing. Aileron hinges

are attached to triangular tubular frames, which, in turn, are attached to the first joint in four drag struts, making a total of four aileron hinge supports. The leading edge of the wing is covered with Alclad. Control levers are of welded aluminum, equipped in section, making for maximum strength and reduction in possible take-off weight. The tanks, each of 25 gal. capacity are carried with two 11-in. struts, mounted from the tank proper by felt struts.

Ailerons are of the Frig type and are operated by push and pull control tubes. All control hinges throughout the plane are fitted either with leverage or Bond-break adhesion bearings. Wing struts are of streamlined dual element tubing, the latter struts being attached to the lower longerons, well forward of the two side doors, and in line with the fuselage corner member to which the landing gear struts of the split type landing chassis are also attached. Voted from this site this arrangement coordinates such of the simplicity of construction that a disconnection of the entire plane.

The wings are covered with Flightex and reinforced with heavy fibrous glassed glass the upper side being black and the under side red. Seams are painted over.

The overall length of the "Air Coach" is 28 ft. Aside from the wings, the structure is built entirely of chrome molybdenum steel tubing of various sizes, riveting at the fuselage aft of the cabin being of rigid die-cast aluminum. The tail surfaces, like the ailerons, are braced with metal tubing. Tubing throughout is oiled inside and lacquered outside.

From the point where the top of the cabin is struck back with the wing's upper surface, the "back" of the plane slopes gracefully aft, its height above the wing at the trailing edge being about 5 in. From a point near the after wing strut the bottom of the fuselage protrudes upward in a curved curve, the two corners being carried across the streamlined lower portion of the rudder and meeting at the caulked end of the member. By streamlining the rudder with the fuselage, Mr. Verville has employed a feature in modern commercial craft that he seldom is advised to use in racing designs.

From a point directly over the main wheels and back with the wing's leading edge, two main members slope forward at an angle of 45 deg. and slope inward to

where they meet the framework leading to the nose of the plane. The main and tail struts of the Warner engine being on well forward and nearly perpendicular to the cowling. A spacer is employed, which maintains the fuselage effect.

A detachable, square mounting of the first type and a cowling similar to an automobile hood is used. The cowling is strongly clamped with Verville fasteners, and is easily removable. Including the cowling, all covering of the fuselage forward of the doors, is aluminum.

The engine is fed by gravity and lubricated from a 5 gal oil tank, located in the fuselage, forward of the main Gasolene fuel tank, at 50 in. copper tubing, are equipped with Air Service time-way valves Gasolene pumps, of the magnetic type, are actuated from the wing tanks on each side. A float is provided to reduce fuel leakage.

On the initial and experimental phase, no exhaust collector may have been needed, although this, a starter, heater, and cabin heater will be standard equipment on the production models. Exhaust will be carried all under the plane, according to the common practice.

Similarly, a Heywood starter is installed on the present model, but this, it is understood, will be eliminated, with the prototype.

The landing chassis, as previously stated, is of the split type. Two wheels, with 16-in. hub caps, and fitted with 24 in. by 4 in. Gasolene tires, are used. The tire and wheel, also employing an Ohio Rubber tire, carries a 24 in. by 3 in. tire of the same make. The main wheels are fitted with Bendix brakes. Landing struts is distributed through rollers placed transverse between the two wing struts.

The balanced rudder has an area of 9 sq. ft. It is hinged to the vertical fin by two hinges equipped with oil-less bearings. Elevators and stabilizers are built in two parts, each from steel, rear spars of the stabilizer being fastened on two transverse struts, one on each of two bolts. The elevators have a total area of 14 sq. ft., that of the stabilizer being 30 sq. ft., while that of the fin is 4 sq. ft. Right and left elevators and right and left stabilizers can be individually adjustable.

The stabilizer is equipped with an adjustment device, having a range of from 0 to 3 deg. plus and minus. This device may be operated from the cabin, a 24 in. by 10 in. handhole is provided in the fuselage for depression and adjustment of the tail wheel and stabilizer adjustment assembly. The cover of the handhole is fitted with four catch fasteners. The entire tail wheel assembly may be removed through the tail hole in the adjustment assembly. The cover of the handhole is of aluminum and is covered.

The cabin of the "Air Coach" has a minimum length of 8 ft. and a maximum length of 10 ft. the after 2 ft.



A side view of the Verville "Air Coach" — four-passenger, semi-canister, wing cabin monoplane



An interior view of the cabin of the Verville "Air Coach"

to make distribution of our service departments' expenses before going far, however, we seem to strike a snag. The service departments were not only the productive departments, but some of them were such other. The power department supplies power to the manufacturing department, the maintenance department makes repairs for the power department, and some of them even supply service to themselves. After we think we have clearly established all the month's expenses of some such department, we find smaller sums being charged against it from some other department. This has often proved a snafu for unaided cost accountants. There are three ways to get over, or around it. The first is to make all the distribution of our charges, then go over it again and re-distribute these secondary amounts, and then a third time and a fourth time, and so on until finally the amounts become so small, less than one cent each, that they may be neglected. This is an extremely laborious procedure, even where "machines," or other computing machines are available.

Second Way More Simple

The second way appears to be more simple. It is to make no re-distribution of expense against the service departments, to leave them out of the calculation and re-distribute all of their expense against the productive departments only. This is sometimes justified on the supposition that the service departments' overhead should be charged against an overhead. There is no such principle, in fact, and this method is really based on ignorance and laziness to cover it. If the maintenance department can repair a machine without the aid of the power department, it does repair work for the power department, the latter should be charged with a share of the maintenance department's expense, and so on in all such cases.

The way around this difficulty is really very simple. It is found by remembering that a distribution of departmental expense is really a credit to the original department and a series of debits to the departments receiving the distributions. If we are making a charge account with each department, if we have a charge account in its name, he may pay his account, fully at the end of every month; but if the merchandise makes up his bill before closing time on the last day of the month, the customer might make a small payment, but he'll not make one until the month would not appear on his bill, and would not be paid at that time. It would be charged to his account and be carried over to the next month, and paid then. So in these distributions, these secondary charges, and are distributed. After the expense of a department has been distributed, are simply allowed to stand as unpaid, or undistributed balances, and are not carried over to the next month, when they are picked up with later bills and are distributed. No remembering that the books are always in balance, and no agreeable difference will appear in any month's costs. The amounts carried over will always be small, and, while the amount will be credited from that month's distribution, their smaller credit amounts picked up at the beginning of the month, from the month preceding, to make up for it. The "balance" of expense re-distributions then disappears.

Where a department furnishes service to itself, the case is a little different. If a department charges itself, a cost is credited itself, and there is no net result. This is, though a department may furnish some service for its own use, this must be disregarded in making the distribution of its expense, and all of its expense must be distributed to other departments. If, then, having done this, we wish to show a charge and an equal credit to the department is itself at the preceding rate for the self-service rendered, we may do so, but this is no part of the original distribution.

Now, except for the small net amount of the whole tributed balance at the end of the month, less these which were brought forward at its beginning, we have distributed to the productive departments, on a reasonably equitable basis, all the expense of the service departments, and the expense of each productive department has been assigned by these amounts. In what way can we answer to a solution of our problem, which is to carry the expense of the different services, in just proportion to the costs of the different products? We are quite a bit answer. All this seems to be to distribute the supposed expense of the productive departments into the costs of the productive work they do. This is done most easily on the basis of their total wages, or production, or hours. If, in a certain month, the suggested expense of a given department were \$750, and its productive wages were \$500, then in each dollar of productive work might be added \$1.25 to cover the expense. The burden rate of this department during the month would then be 125 per cent. If during that month they spent \$80 in wages on one job, then the burden to be added to cover their overhead expense on that job would be \$100. The total departmental cost of the job, including its own material, would be \$180, and this would have absorbed not only their productive labor and their direct expense for supplies, supervision, maintenance, etc., but their share of the month's expense for all the services of other departments and by that department. True, this makes all the products of the department share the costs of these services in the proportions and this may not be the case in fact, but it is much easier than the fact that was a general division of which took no account of the department's own expenses.

In many cases, this is a very good plan. Of course, to use these figures for any month we must wait until all the costs and distributions and accounting for that month are finished, and this may be a week, or two or three, after the end of the month. We cannot always wait so long. We may need to bill a customer on our last bill before the end of the month, and we always require a basis for distributing overhead in our accounts. Hence, the answer to our question is to make a charge. If the burden rate for a department has been established to about our figure for November, and no change in conditions is anticipated, we may use that rate as minimum and maximum. If, due to varying conditions, the burden rate has fluctuated so considerably, then we may provide what the conditions are likely to be and use a rate accordingly. After the month is over and the figures are in we can see how close we come.

In most cases, there are no away costs that need to be known currently, or before the end of the month, that it is simpler to figure all costs on that basis. We shall then, by this plan be charging the total costs of work in process with the overhead costs of all material, labor, and overhead and with departmental burdens to cover overhead expense at standard rates. By any plan of accounting, if work in process is charged, something must be credited, and this will be as follows:

Raw material . . . credited to . . . stores, or purchases
Direct labor . . . credited to . . . payroll account,
Overhead . . . credited to . . . departmental burden
accounts

After the end of the month the actual departmental expenses when known may be charged to these three accounts. Since credit account is not so to be expected, there will always be differences between the burdens (credits) and the expenses (debits). These differences are amounts by which costs have been over-charged or under-charged. If over-charged, the cost is indicated, and differences will not be great. Some will be positive and

others will be negative. The net amount will be small and may still be largely balanced by contrary amounts in other months. This would be an ideal condition, seldom reached until the plan has been in operation for some time.

It is very desirable to have these differences tabulated month by month, in comparison with the total payrolls, hours, burdens, and expenses for each department, so that tendencies may be watched and kept or growing differences corrected through the burden rate.

It will be interesting to make some comparisons between costs and prices computed by the use of departmental burdens and those under similar conditions by a general burden rate. By way of illustration, we will figure these burdens at rates per hour instead of the percentages on wages.

Assume two factories, "A" and "B," each having two departments, No. 1 and No. 2. The products, departments, and costs to date have been identical. In both factories, the rate of wages is the same, say 40¢ an hour. Department No. 1 in each factory expends a total of \$500 for a week and department No. 2, \$300 for a week. The actual overhead expense in these departments is the same in both factories, and is shown in the table.

Department	Hours	Overhead	Burden	Hour Rate	Factory "A"	Factory "B"
No. 1	100	\$100.00	\$1.00			
No. 2	75	\$75.00	\$1.00			

These rates, one ten times the other, would not be accurate, and would apply, respectively, to hand work and machine work departments. Plant "A" is departmental and uses departmental burdens of the costs and \$40 per hr. Plant "B" uses one general average rate of \$0.75 per hr.

Assume for this illustration that a product is being made that takes four hours in department No. 1 and two hours in department No. 2. Then the costs in these two plants will be as follows:

Department	Hours	Payroll	Overhead	Burden	Hour Rate	Factory "A"	Factory "B"
No. 1	4	\$160.00	\$4.00	4	75¢	\$164.00	
No. 2	2	\$80.00	\$2.00	2	75¢		\$82.00
Total	6	\$240.00	\$6.00	6	75¢	\$246.00	\$246.00
Raw Material						\$100.00	\$100.00
Factory Cost						\$146.00	\$146.00
Actual Expense of Job						\$146.00	\$146.00
Cost at Sale						\$186.00	\$186.00
Profit at 25 per cent						\$40.00	\$40.00
Selling Price						\$226.00	\$226.00

Although the costs in these two factories are actually the same, we have a selling price of \$113.33 at the first factory and of \$110.00 at the second. The apparent difference is just a matter of figures on the books.

"B" with estimated factory cost of \$76.67 and selling cost of \$94.67 will sell for \$110.00, which is really his cost, and will have no real profit, although he thinks he is making 50¢.

We will now modify this case a little and assume that, instead of taking four hours in each department, the goods take only three hours in No. 1 in both plants, but take five hours in No. 2. The total hours being the same, the costs will be as follows:

Department	Hours	Payroll	Overhead	Burden	Hour Rate	Factory "A"	Factory "B"
No. 1	3	\$120.00	\$3.00	3	75¢	\$123.00	
No. 2	5	\$200.00	\$5.00	5	75¢		\$205.00
Total	8	\$320.00	\$8.00	8	75¢	\$328.00	\$328.00
Raw Material						\$100.00	\$100.00
Factory Cost						\$228.00	\$228.00
Actual Expense of Job						\$228.00	\$228.00
Cost at Sale						\$288.00	\$288.00
Profit at 25 per cent						\$72.00	\$72.00
Selling Price						\$360.00	\$360.00

The selling price for factory "A" has increased to \$112.00, but in factory "B," it remains the same, because they are using a general or average burden rate and, since the total hours are the same, it makes no difference how it is distributed, for the same figure results. "B" would sell at \$110.00 and suppose he was making a profit of 50¢. At 100 hours of labor, his cost is \$110.00, the same as "A," and he is losing 50¢.

As a third example, assume that the goods take eight hours in department No. 1 and do not go through No. 2 at all. The costs will then be as follows:

Department	Hours	Payroll	Overhead	Burden	Hour Rate	Factory "A"	Factory "B"
No. 1	8	\$320.00	\$8.00	8	75¢	\$328.00	
Total	8	\$320.00	\$8.00	8	75¢	\$328.00	\$328.00
Raw Material						\$100.00	\$100.00
Factory Cost						\$228.00	\$228.00
Actual Expense of Job						\$228.00	\$228.00
Cost at Sale						\$288.00	\$288.00
Profit at 25 per cent						\$72.00	\$72.00
Selling Price						\$360.00	\$360.00

"A" can sell at \$90.00 and make a profit, but "B" will show a price of \$110.00. If he does not and get down to \$90.00 he has to go below his apparent cost. He has, supposedly, to lose money in order to get the business, and yet, as a matter of fact, his costs are no higher than "A's," and he would actually make the same profit of 50¢ by selling at \$90.00.

It may be said that these examples are "fixed up" to fit the argument, and, of course, that is a fact, but there is nothing about them out of the ordinary, or which might not be found in almost any factory. They show the sort of error that may be made through the use of a flat, uniform burden rate, and the confusion that may result in an industry when some of the smaller firms use the methods of cost figuring. The arbitrary burden rate on labor is a great advance on the old "blackout" cost on labor cost, as was shown in the preceding article, but it is not good enough for figuring costs in competition. Nothing less than departmentalized burdens can make this possible.

In his next article, which will appear in an early issue, Mr. Dwyer considers modern refinements on cost accounting, burden rate, as represented in the mechanical rate. After a consideration of the changes in cost per unit and burden rate caused by fluctuations in volume of business, he takes up the matter of fixed and variable overheads and their bearing on price and profit under various conditions.

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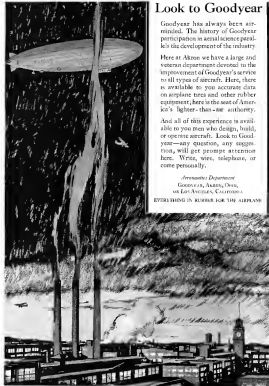
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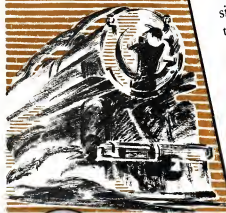
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